



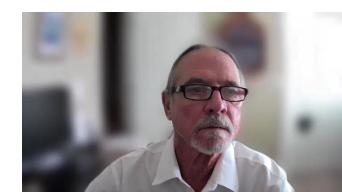


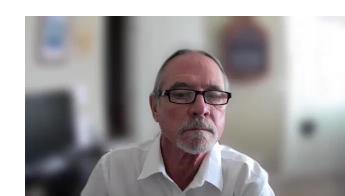
SBA Small
Disadvantaged Business
Application Overview



Discussion

- Small Disadvantaged Business program
- 8(a) Business Development program
- Women-Owned Small Business program
- Service-Disabled / Veteran-Owned Small Business program
- HUBZone program

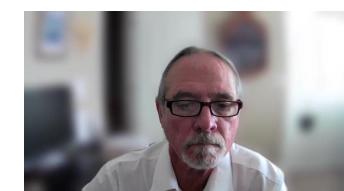




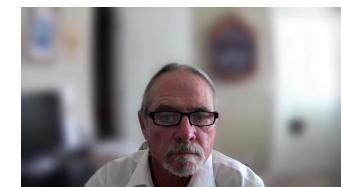
Eligibility Requirements

- The firm must be 51% or more <u>owned</u> and <u>controlled</u> by one or more disadvantaged persons
- Must be US citizens
- The disadvantaged person or persons must be <u>socially</u> <u>disadvantaged</u> and economically disadvantaged
- The firm must be small, according to SBA's <u>size standards</u>
- A firm may represent that it qualifies as an SDB for any Federal subcontracting program if it believes in good faith that it is owned and controlled by one or more socially and economically disadvantaged individuals
- Register <u>SAM.gov</u>

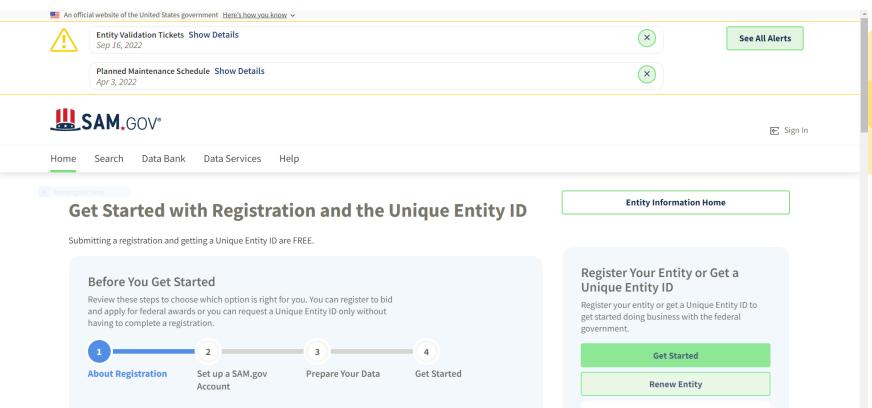
- Socially Disadvantaged
 - Social disadvantaged groups include: Black Americans; Hispanic Americans;
 Native Americans (Alaska Natives, Native Hawaiians, or enrolled members of
 a Federally or State recognized Indian Tribe); Asian Pacific Americans,
 Subcontinent Asian Americans; and members of other groups designated
 from time to time by SBA according to procedures set forth at paragraph (d)
 of this section.
 - Being born in a country does not, by itself, suffice to make the birth country an individual's country of origin for purposes of being included within a designated group.



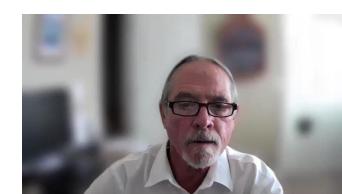
- Economically Disadvantaged
 - An economically disadvantaged individual is a person whose ability to compete in business has been impaired due to diminished capital and credit opportunities, as compared to others in the same or similar line of business who are not economically disadvantaged.
 - Provide SBA with a narrative statement of economic disadvantage
 - Provide SBA with personal financial information (tax returns and other financial information). If married, both you and your spouse must be included.



- Register your business SAM.gov | Entity Registrations
- Your PTAC
 Regional
 Manager can
 assist with
 SAM.gov entity
 registration



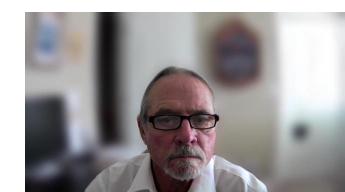




- The 8(a) program is a robust nine-year program created to help firms owned and controlled by socially and economically disadvantaged individuals
- Businesses that participate in the program receive training and technical assistance designed to strengthen their ability to compete effectively in the American economy
- 8(a) certification lasts for a maximum of nine years. The first four years are considered a development stage and the last five years are considered a transitional stage. Continuation in the program is dependent on staying in compliance with program rec

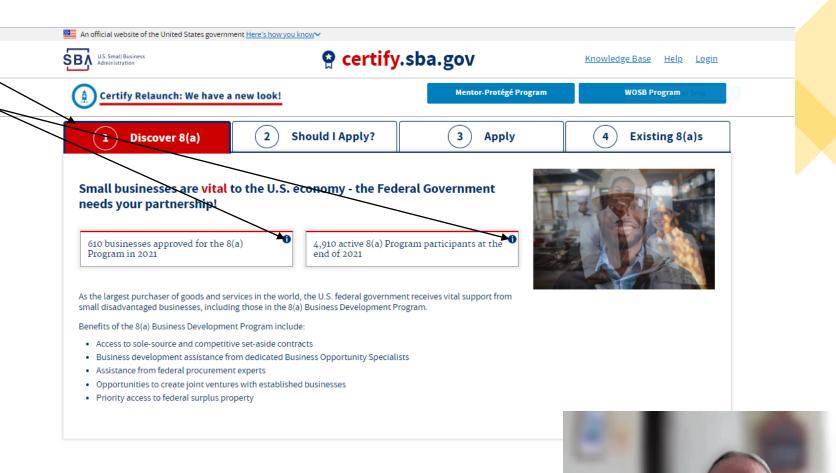
- Eligibility Requirements
 - Must be a <u>small business</u>
 - Must not have previously participated in the 8(a) program
 - Must be at least 51% owned and controlled by U.S. citizens who are socially and economically disadvantaged
 - Must have a personal net worth of \$750 thousand or less, adjusted gross income of \$350 thousand or less, and assets totaling \$6 million or less
 - Must demonstrate good character
 - Must demonstrate the potential for success such as having been in business for two years

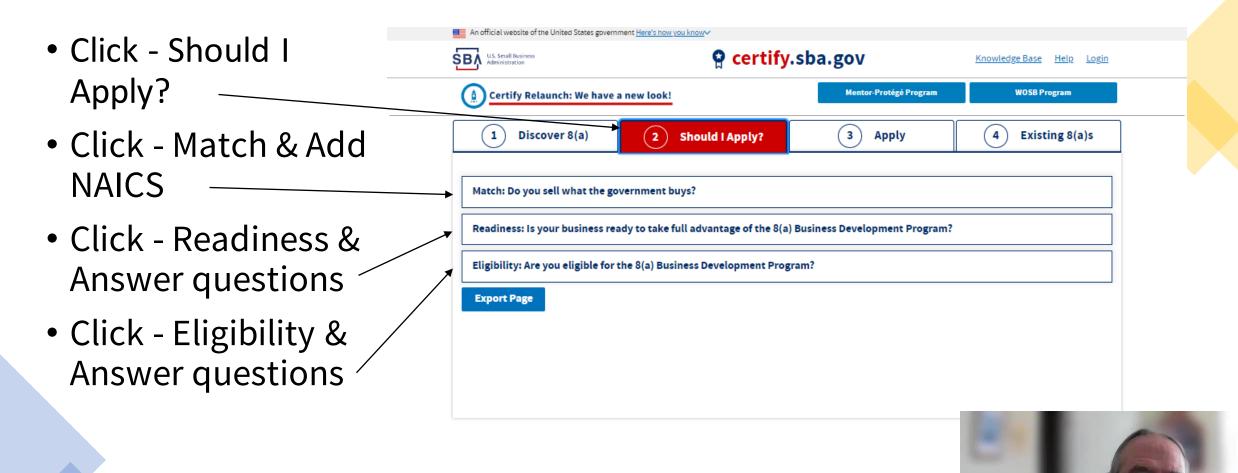
- Application
 - Identify your primary <u>NAICS code(s)</u>
 - Register your business in the <u>System for Award Management (SAM)</u>
 - Apply for 8(a) certification

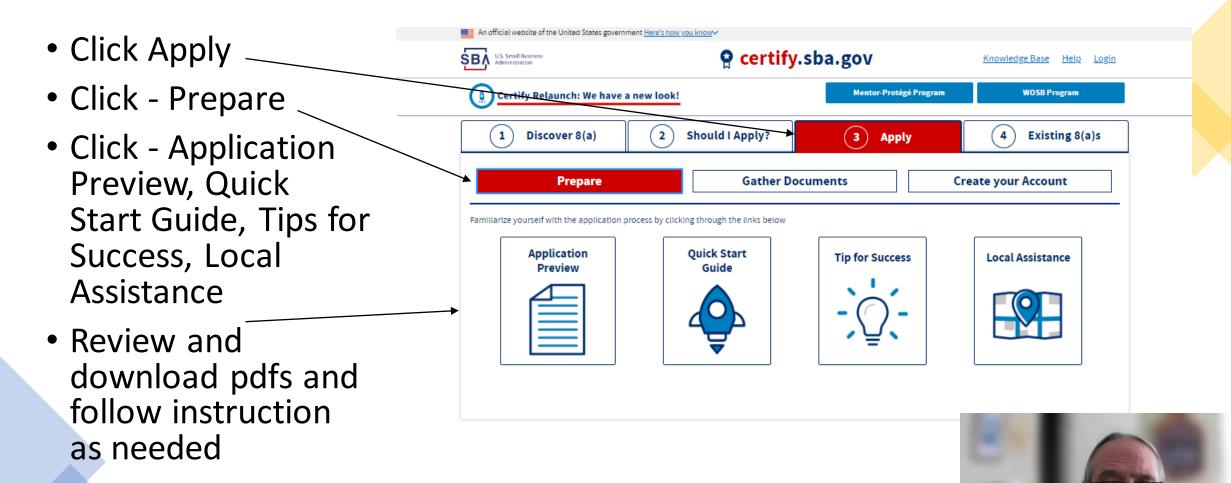


• Click - Discover

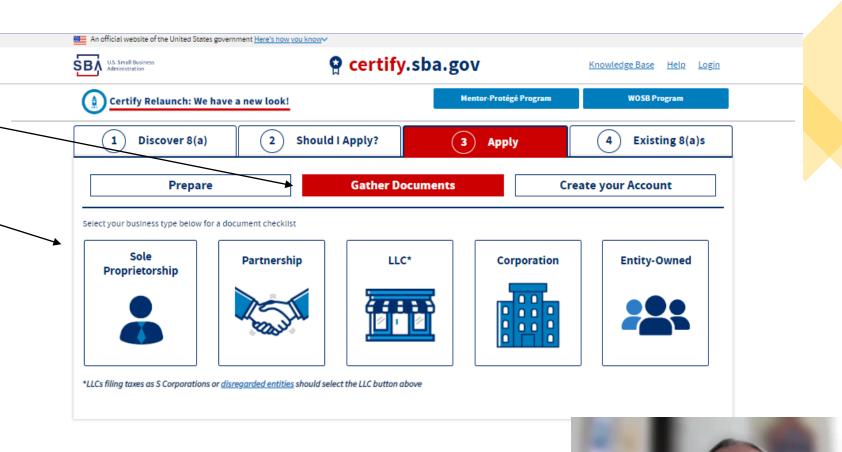
Review information



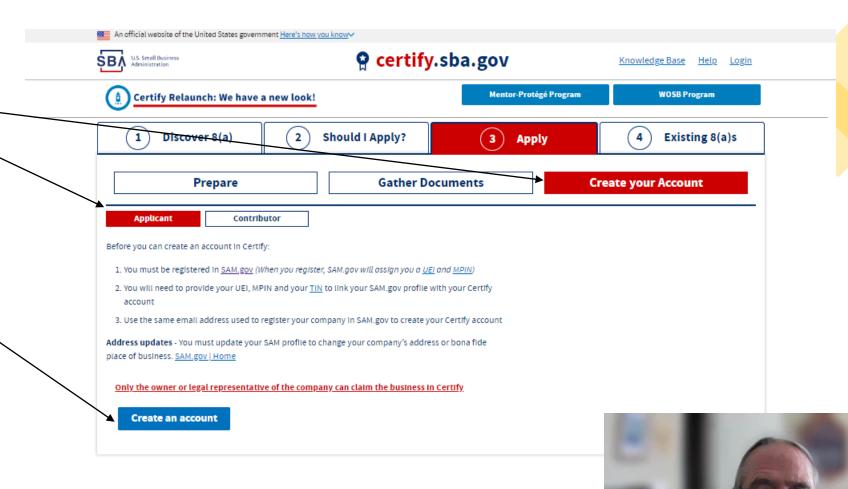




- Click Gather
 Documents -
- Click Applicable business type
- Review and download applicable application checklist pdf



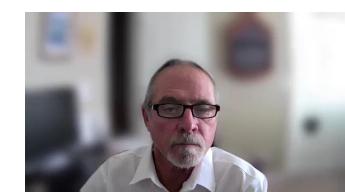
- Click Create yourAccount —
- Click Applicant
- Click Create an Account
- Follow instructions



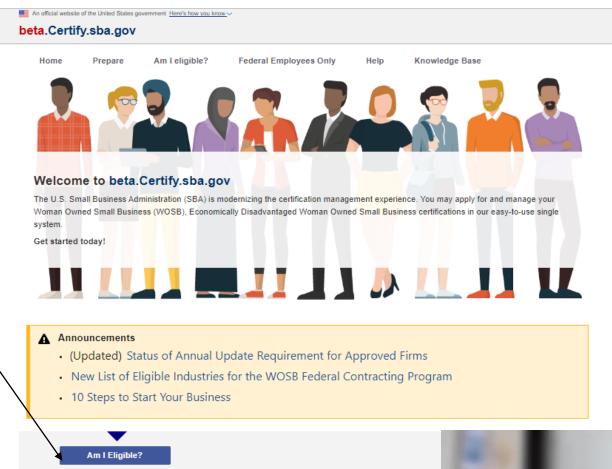


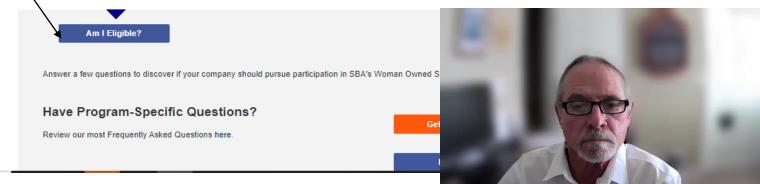
- Eligibility Requirements
 - Women Owned Small Business (WOSB)
 - Must be a small business according to <u>SBA size standards</u>
 - Must be at least 51% owned and controlled by women who are U.S. citizens
 - Must have women manage day-to-day operations who also make long-term decisions
 - To qualify as an Economically Disadvantaged Women Owned Small Business (EDWOSB)
 - Must meet all the requirements of the WOSB Federal Contracting program
 - Must be owned and controlled by one or more women, each with a personal net worth less than \$750,000
 - Must be owned and controlled by one or more women, each with \$350,000 or less in adjusted gross income averaged over the previous three years
 - Must be owned and controlled by one or more women, each \$6 million or less in personal assets

- Application Requirements
 - Click <u>beta.certify.sba.gov</u>

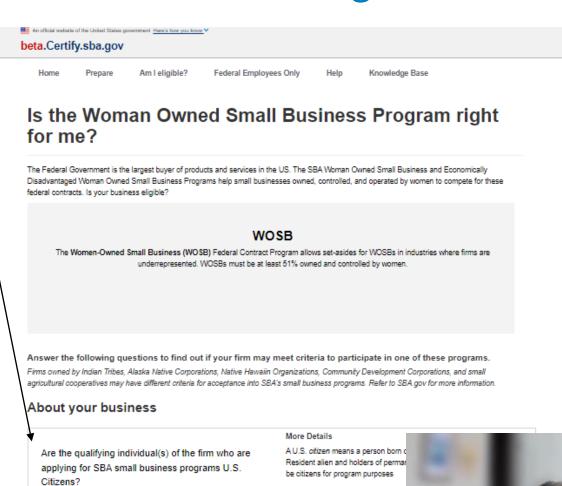


• Click Am I Eligible



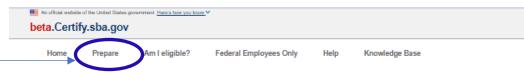


- Answer questions about your business
- Results will show which SBA contracting programs your business qualifies for:
 - Women-Owned SB (WOSB)
 - Economically Disadvantaged WOSB (EDWOSB)
 - Historically Underutilized Business Zone (HUBZone)
 - 8(a)



Return to top

- Click Prepare
 - Collect information requested for each card.



Prepare to apply for the Woman Owned Small Business (WOSB) Program

These checklists identify the documents that applicants will be required to submit in the application process. The beta Certify application process is easier when applicants gather these documents before starting the application. Within the checklists outlined below the required documents have been organized by the "cards" that will be filled out for the certification application.

Women-Owned Small Business (WOSB) Preparation Checklist

Economically Disadvantaged Women-Owned Small Business (EDWOSB) Preparation Checklist

Women-Owned Small Business (WOSB) Checklist

Qualifying individual(s) include one or more women claiming 51% ownership

Active registration in the System for Award Management for the firm, available at <u>SAM.gov</u> (Note: The firm's UEI and EIN, and MPIN must exactly match SAM registration)
 Note: SAM.gov registrations should be for the purposes of "All Awards" and not limited to "Loans and Grants"

SBA Basic Eligibility Card

- Legible proof of U.S. citizenship (i.e., state-issued birth certificate, certificate of naturalization, or an unexpired passport) for qualifying individual(s)
 - If your name differs from your submitted citizenship document (ex. Marriage), you may have to provide a poof of name change (ex. state filed documents -official name change, marriage license, unexpired passport, unexpired military ID (front and back copy)

Existing Qualified Certification Card

- 8(a) Program Participant
 - Most recent annual review letter OR firms in their first program year may submit t approval letter
- TPC-Certified
 - Certificate from one of the four SBA approved third party certifying organizations
- CVE-Certified
 - Certification letter from Department of Veterans Affairs' Center for Verification and Evaluation

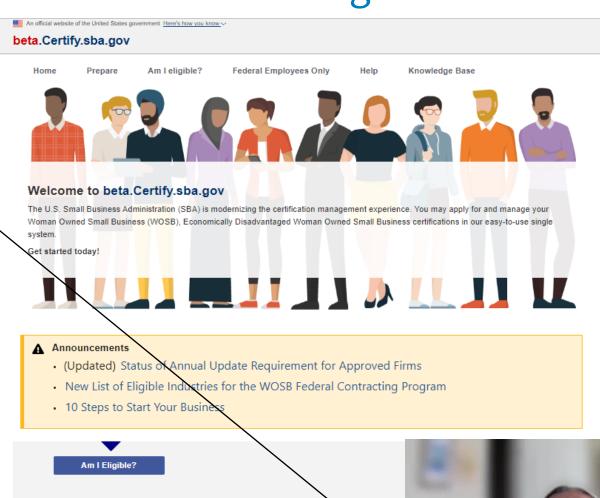
Firms that do not have these certifications will respond NO to questions within this section be advanced to the next card



Scroll to top

Ownership Card

Click - Get Started

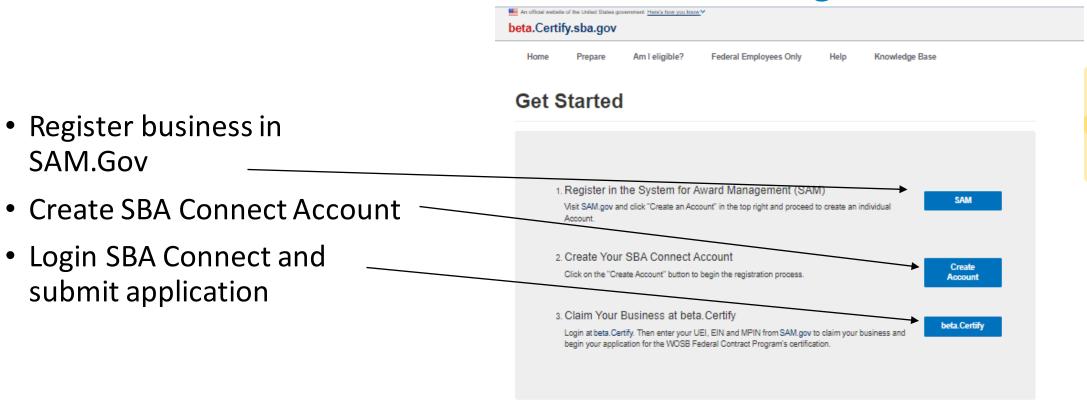


Answer a few questions to discover if your company should pursue participation

Have Program-Specific Questions?

Review our most Frequently Asked Questions here.

in SBA's Woman C

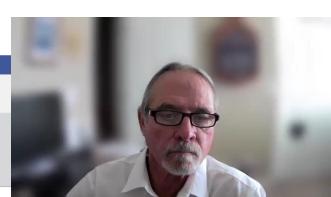




if you are a federal employee or SBA Contracting Officer, please visit employee page

SBA.gov/contracting WhiteHouse.gov Regulations.gov USA.gov





Veteran-Owned / Service-Disabled Veteran Owned Small Business



Veteran-Owned / Service-Disabled Veteran Owned Small Business

- Program Eligibility Requirements:
 - Businesses must be formally verified as a Veteran-Owned Small Businesses (VOSB) or Service-Disabled Veteran-Owned Small Businesses (SDVOSB) to participate
 - Eligible small businesses must receive their VOSB
 - → verification through VA's Center for Verification and Evaluation (CVE)
 - Click Start Verification

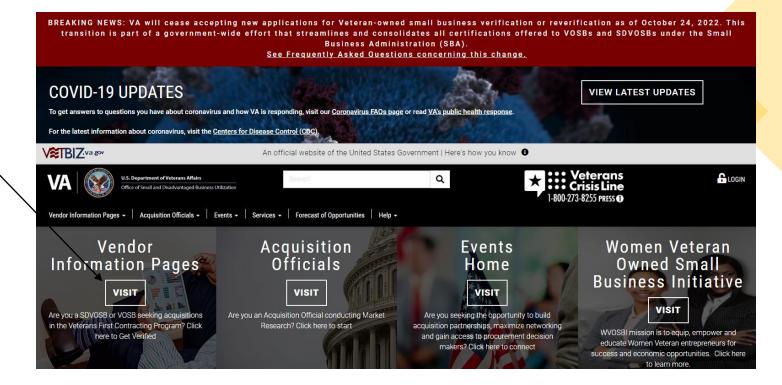
<u>Vets First Verification Program - Office of Small & Disadvantaged Business Utilization</u>

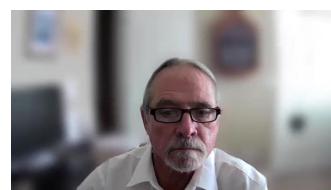


As part of the Verification Process, applicants move through four stages:

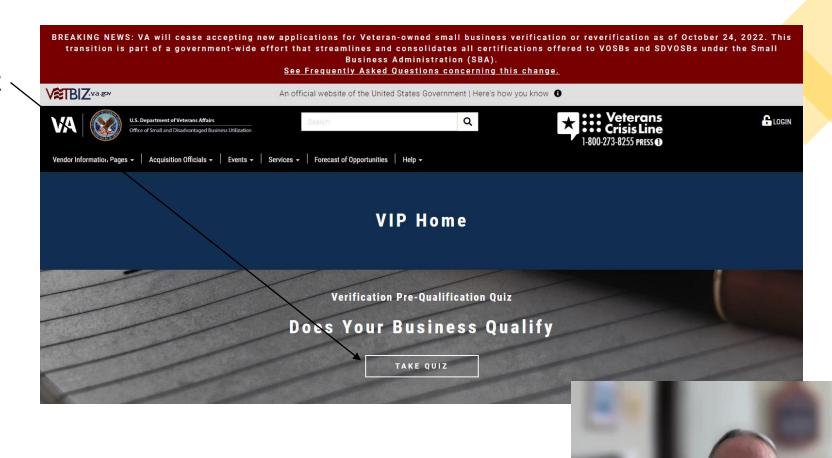
Assessment, Federal Review, and Decision

 Click – Vendor Information Pages

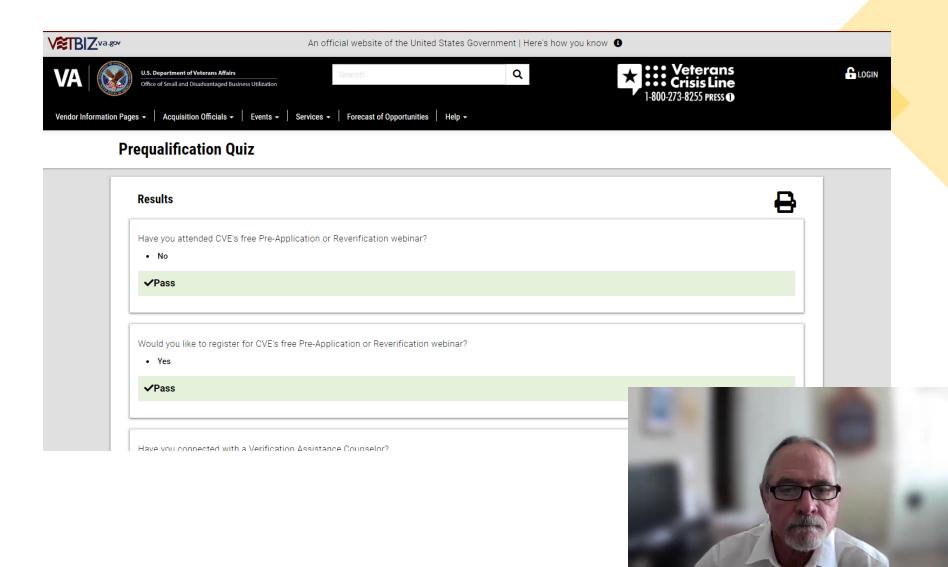


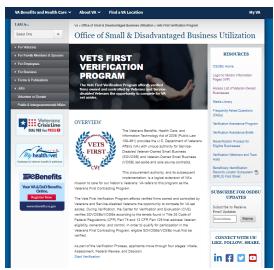


Click – Take
 Prequalification Quiz

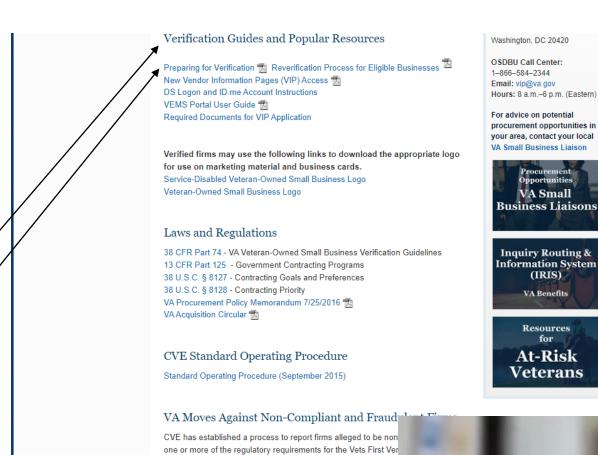


 Site will indicate Pass or Fail for all questions answered





- Click <u>Vets First Verification Program Office of Small & Disadvantaged Business Utilization</u>
- Scroll down to Verification Guides
- Click Preparing for Verification & review requirements

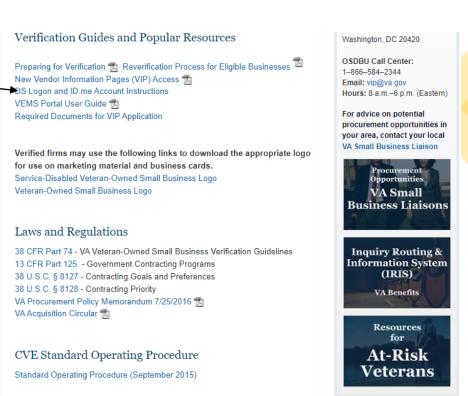


Learn about the reporting process 📆

The VA Office of Inspector General is committed to protection the

Learn what the PACT Act means for your VA

Click – DS Logon and ID account Instructions



VA Moves Against Non-Compliant and Fraud

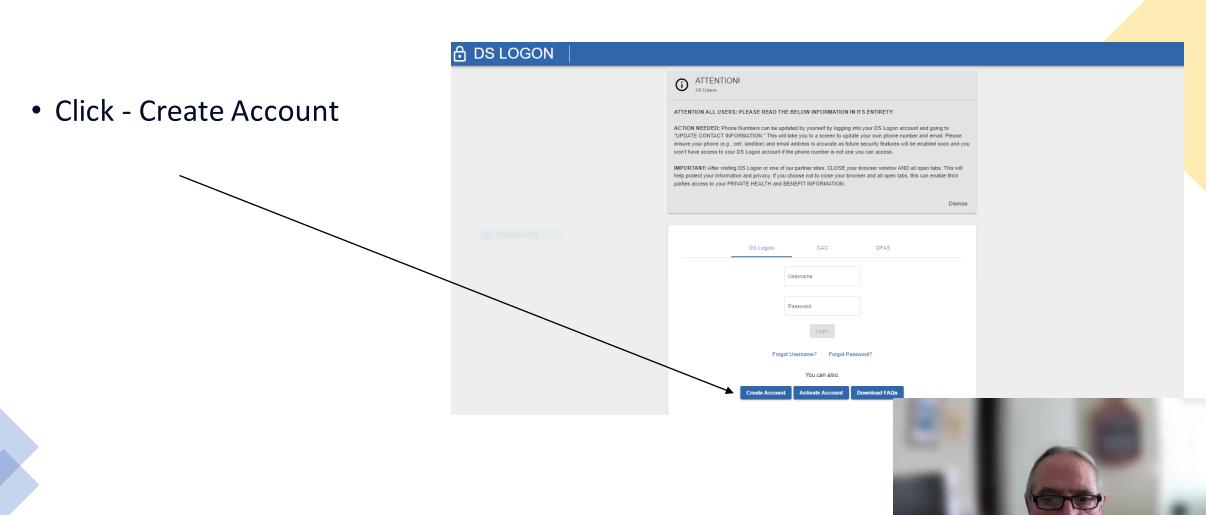
CVE has established a process to report firms alleged to be non one or more of the regulatory requirements for the Vets First Ver Learn about the reporting process

The VA Office of Inspector General is committed to protecting the

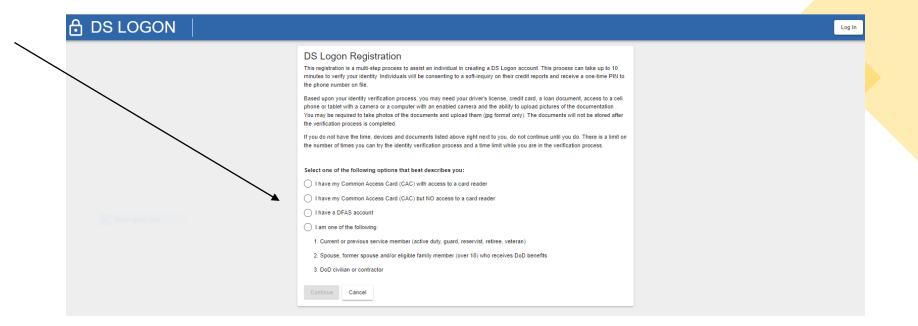
Learn what the PACT Act means for your VA

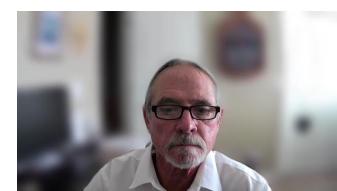
Scroll down to Create a
 DS Logon and click
 https://myaccess.dmdc.
 osd.mil Link



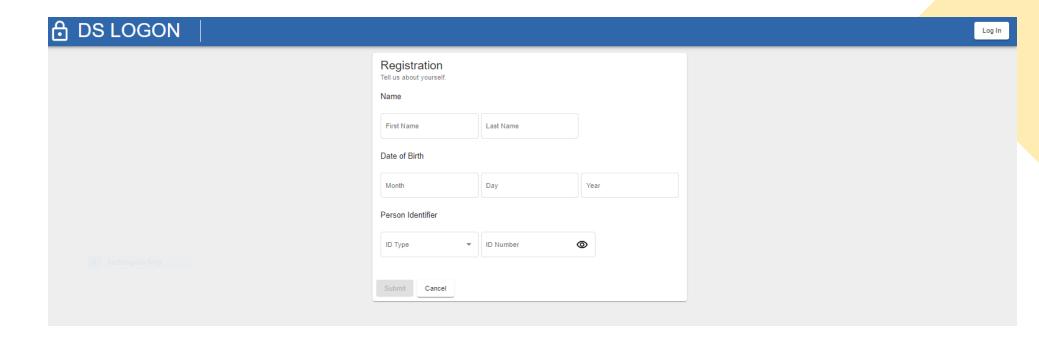


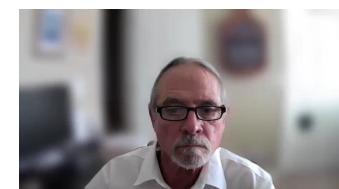
Select Registration
 Method by
 clicking the
 applicable access
 type





Register

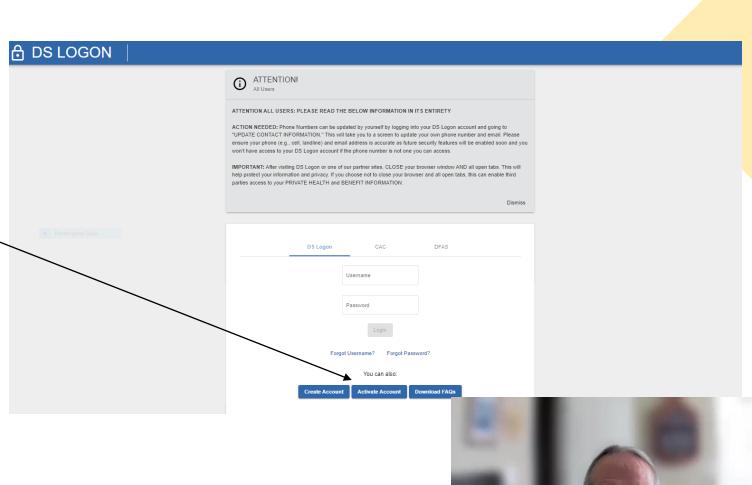




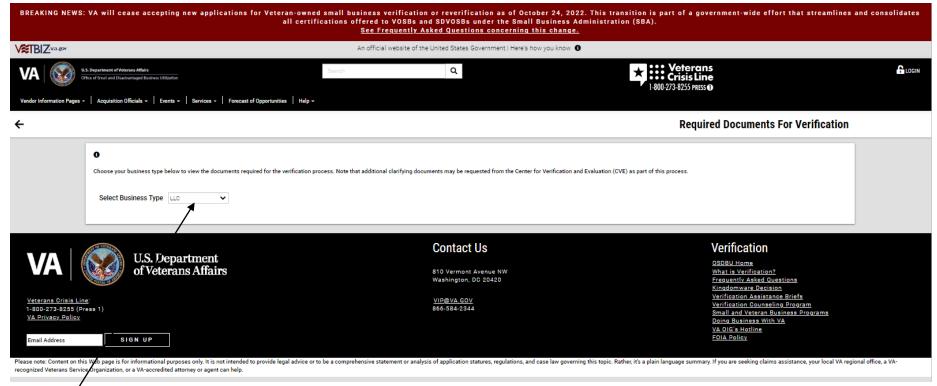
Login at https://myaccess.dmdc.osd.

 mil

Activate Account



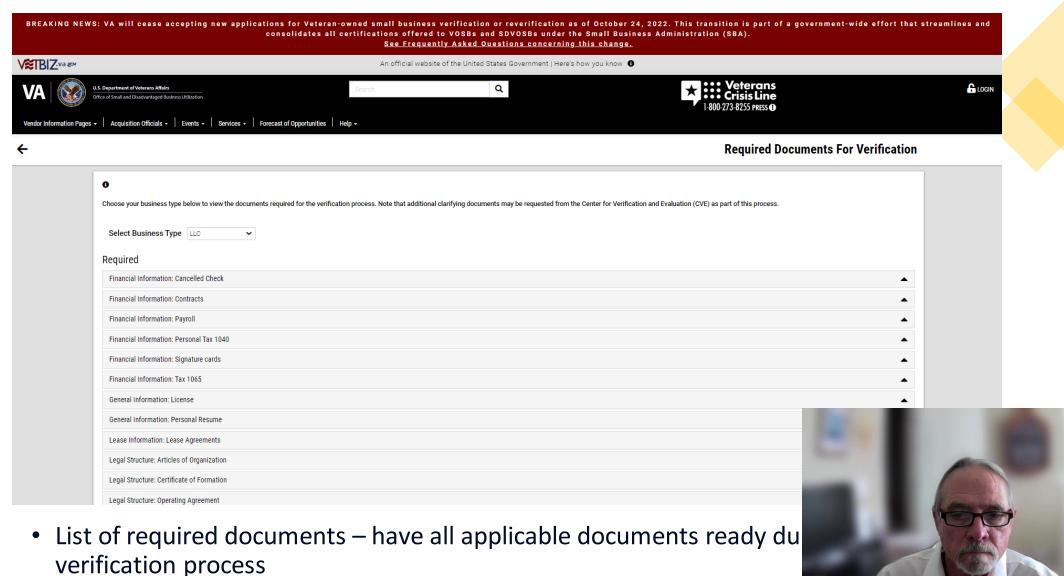
Veteran Owned Small Business Verification Application Process



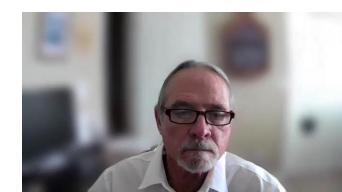
- Go to Required Documents For Verification · VetBiz Portal (va.gov)
- Identify business type



Veteran Owned Small Business Verification Application Process

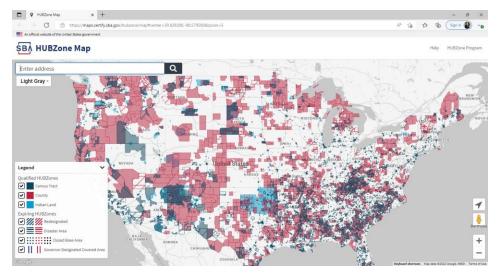


Hub-Zone Small Business



Hub-Zone Small Business Eligibility

- Be a small business according to <u>SBA size standards</u>
- Be at least 51% owned and controlled by U.S. citizens, a Community Development Corporation, an agricultural cooperative, an Alaska Native corporation, a Native Hawaiian organization, or an Indian tribe
- Have its principal office <u>located in a HUBZone</u>
- Have at least 35% of its employees <u>living in a HUBZone</u>





Hub-Zone Small Business Eligibility

- Before you can participate in the HUBZone program, you must be certified by SBA. Review the Top
- Tips for HUBZone
 Certification Tip
 Sheet and take these
 steps to get HUBZone
 certified
- Ensure you have
 a <u>SAM.gov</u> account





TOP TIPS FOR HUBZONE CERTIFICATION

Ask yourself these questions to determine if you are on a path to success.

STEP 1: Is your business procurement ready?

Make sure you are ready to do business with the government BEFORE obtaining certifications.

- Can you identify the federal agencies that purchase what you sell?
- · Can you provide examples of similar work that your firm has completed that generated revenue?
- Are you prepared to access a line of credit or performance bond if required?
- Do you have financial and payroll systems that are compatible with the government's requirements and that can produce financial statements and payroll records?
- Do you have a DUNS number? Selected a NAICS code? Are you registered in SAM?
- Have you completed a capabilities statement?

Learn more about government contracting at www.sba.gov/federal-contracting.

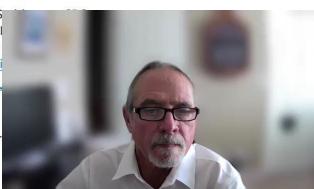
STEP 2: Is your business <u>HUBZone eligible</u>?

- Is your organization a small business?
- Is the business at least 51 percent owned and controlled by U.S agricultural cooperative, a Native Hawaiian organization, an Al
- Is your principal office (where the majority of employees work)
- Does the business have at least 35 percent of its employees resi

Learn more about the HUBZone Program and definitions at www.

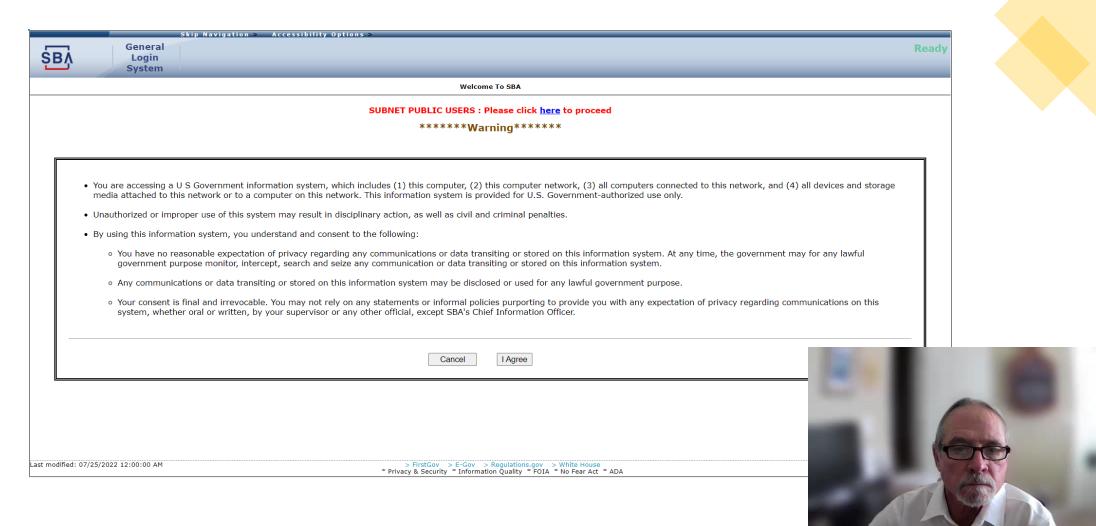
STEP 3: Is your business prepared to apply?

Don't let an incomplete application delay your participation in the pr



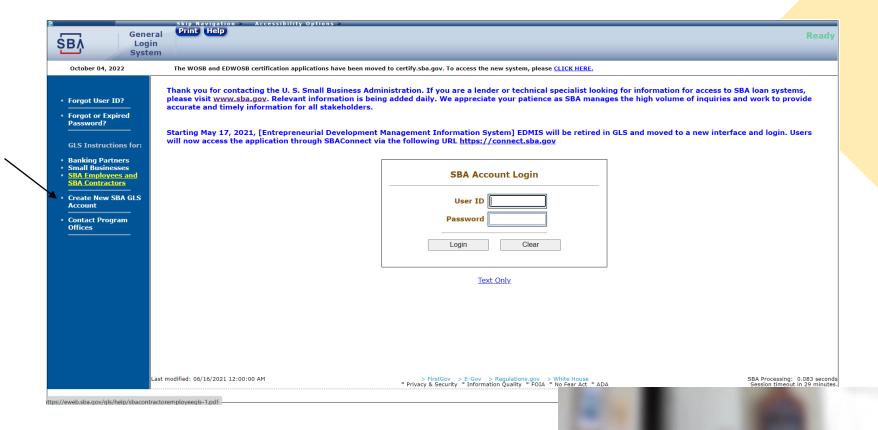
General Login System Account Application

• Ensure you have a **General Login System** account



General Login System Account Application

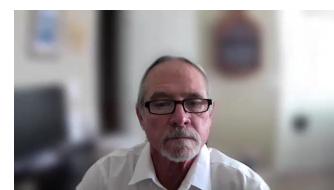
- Apply for HUBZone certification using the <u>General Login System</u>.
- Click Setup new SBA GLS Account & provide requested information



General Login System Account Application

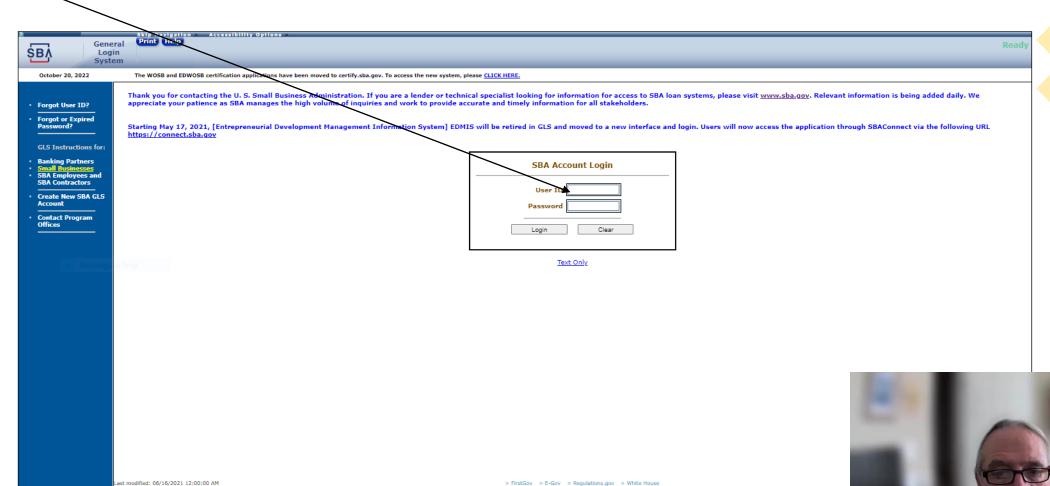
- Fill in Information and _____
 submit
- Check your email (including spam folder) for time-sensitive instructions to electronically verify your application within 2 business days

SBA Gene Log Syst		Ready
• GLS Login	Are you a 8(a) Applicant? Yes NO	
	User ID: (Up to 15 characters. No <, >, ', ", & or accented characters.)	
	Classification Clas	
■ Rectangu	PIN: (Personal Identification Number, 4-Digits) Contact Information E-Mail Address:	
	Re-enter E-Hail: Country: UNITED STATES (Enter Zip Code, and then click the Lookup Zip button to populate City and State)	
	Zip+4: Lookup Zip Street 1:	
	Street 2: City: Phone Number: (Country) Area Code (Prefix) (Number) (Extension) (999) - (9999)	
	-Federal Agency Information Are you a Federal NO Yes Employee?	
	Reset Clear Submit	
Last modified: 10/05/2017 12:00:00	> FindGov > E-Gov > Regulations.gov > White House SAP Processing: 0 AM Session Unequilibrium Security * Information Quality * TOTA * No Fear Act * ADA Session timedul in	0.661 second n 29 minutes



General Login System Account Logon

• Log-in

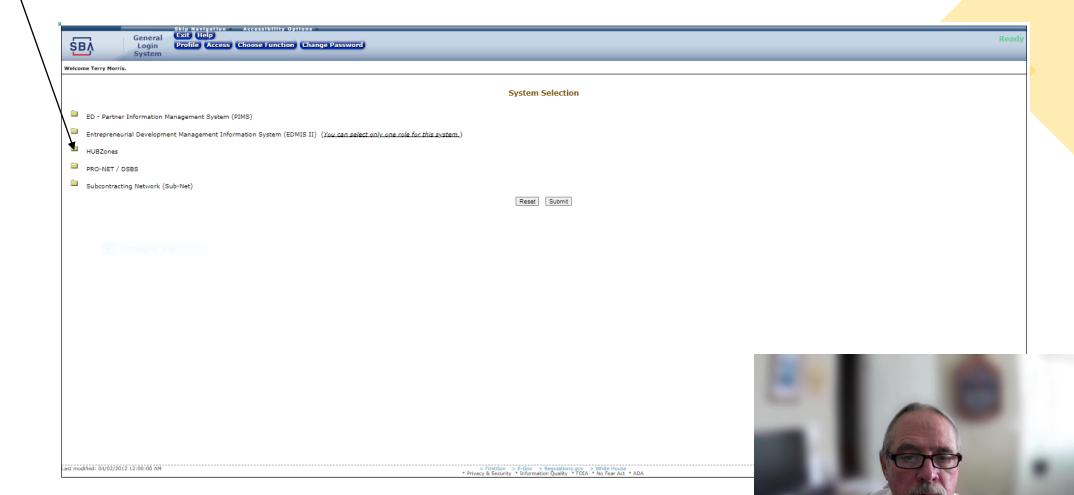


General Login System Account



General Login System Account

Select HUBZone



Hub-Zone Small Business Eligibility

- Submit all requested <u>supporting</u> <u>documentation</u> within three business days using your GLS Logon credentials
- Your submission cannot be assigned for eligibility review until all required documents are submitted.
- Be prepared to respond to requests for additional information from the HUBZone team within 5 business days. Failure to do so may result in a decline or withdraw of your application
- Check that your status was updated in DSBS and SAM. Within 48 hours of your approval, SBA will automatically update your status in DSBS and SAM.

U.S. Small Business Administration HUBZone Program

SUPPORTING DOCUMENT REQUIREMENTS FOR ALL BUSINESS STRUCTURES

HUBZone Program Required Supporting Documents Checklist

Click on each of the documents listed below for specific instructions.

Part 1: Principal Office Requirements

☐ Firm Location and Employee Information

Eligibility Workbook Tool OR Firm Location and Employee List

- Lease/Rental Agreement/Deed
- ☐ <u>Utility Bill</u>
- Payroll Records

Part 2: HUBZone Employee Residency Requirements

- Proof of HUBZone Residency
- ☐ HUBZone Maps of HUBZone Employees' Addresses

Part 3: Ownership and Verification Requirements

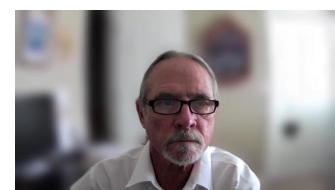
- Proof of Citizenship
- Corporate Documents
- Affiliate Information (if applicable)
- Certification Form

Part 4: Document Submission Requirements

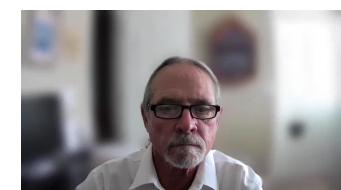
Appendix A: Principal Office Requirement

Appendix B: Affiliation Questions

Appendix C: Document Upload Instructions

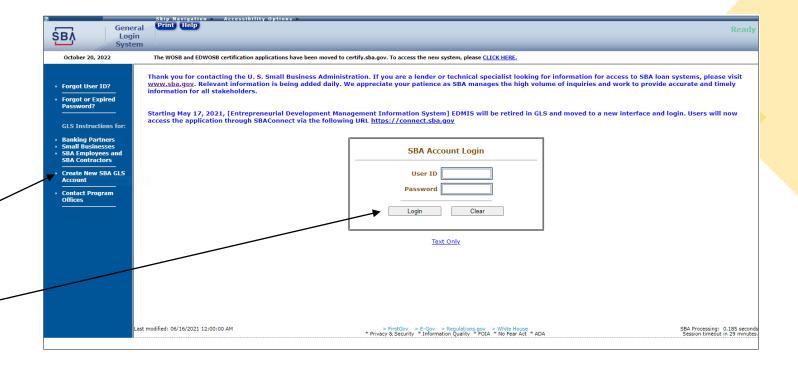


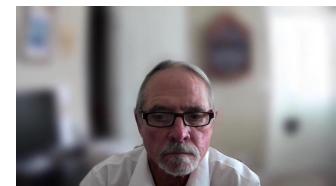
Final Thoughts



Dynamic Small Business Search (DSBS) Account Set-up

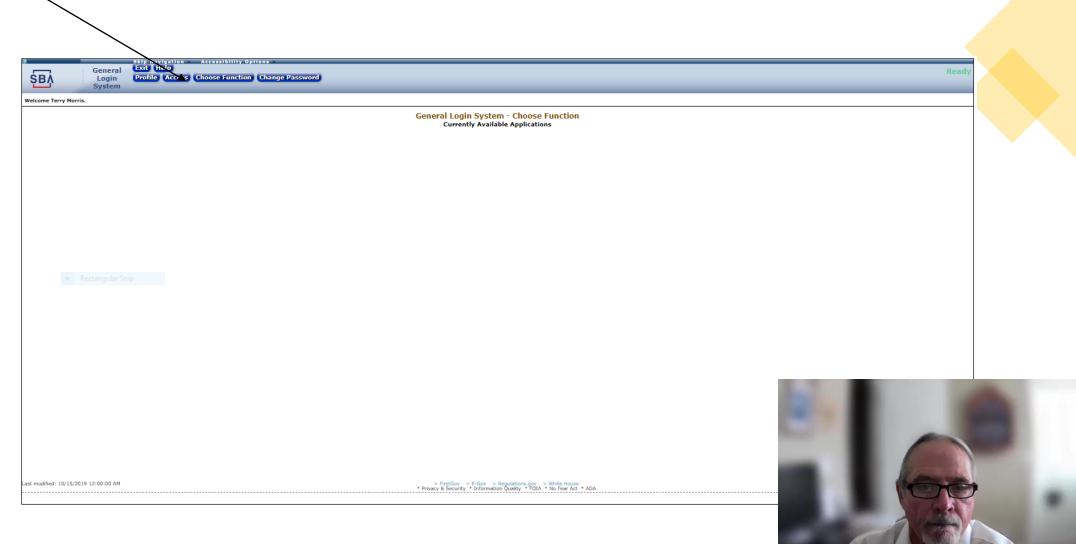
- Dynamic Small Business Search (DSBS)
 is the database that government
 agencies use to find small business
 contractors for upcoming contracts.
 The information a business provides
 when registering in the System for
 Award Management (SAM) is used to
 populate DSBS.
- Set up DSBS Account using your GLS Account - Click –
 https://eweb.sba.gov/gls
- Login





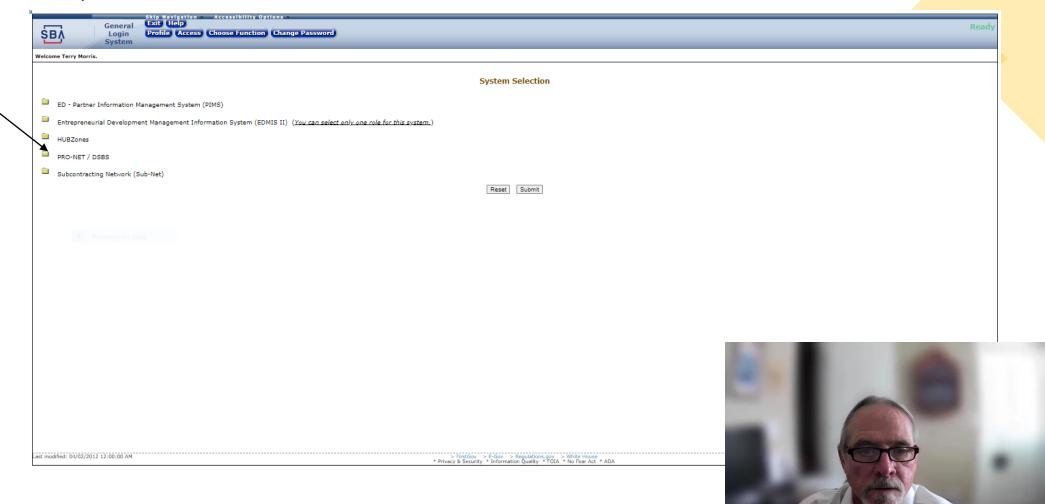
Dynamic Small Business Search (DSBS)

Select Access Function



Dynamic Small Business Search (DSBS)

- Select Pro-Net / DSBS
- Follow Instructions to set up account



Thank You!

